

Message Text

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12

ORIGIN EB-11

INFO OCT-01 AF-10 ARA-16 EUR-25 EA-11 NEA-10 ISO-00 OMB-01

COME-00 ABF-01 A-01 RSC-01 /088 R

DRAFTED BY:EB/OCA/BR:RASWART:MFW

APPROVED BY:EB:CBA:DMSEARBY

EB/OCA/BR:RCSCISSORS (DRAFT) - EB:CBA/OCA-NSLAKAS (DRAFT)

AF:LWHITE (DRAFT) - ARA/ECP:ECOHEN (DRAFT)

EA:AGEBER (DRAFT) - EUR/RPE:RMEIMA (DRAFT)

NEA/RA:SDSCHIIF - OMB:JLINNEMANN - COMM/BIC/OB:MR. BLUCKMAN

M/FRM:BP:MMCONLIN - COM/BIC:BEBELING

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R 282246Z DEC 73

FM SECSTATE WASHDC

TO AMEMBASSY RABAT

AMEMBASSY KINSHASA

AMEMBASSY YAOUNDE

AMEMBASSY BUJUMBURA

AMEMBASSY MEXICO

AMEMBASSY SANTO DOMINGO

AMEMBASSY CARACAS

AMEMBASSY BOGOTA

AMEMBASSY TOKYO

AMEMBASSY BANGKOK

AMEMBASSY MANILA

AMEMBASSY CANBERRA

AMEMBASSY BERN

AMEMBASSY LISBON

AMEMBASSY PARIS

AMEMBASSY ROME

AMEMBASSY NEW DELHI

AMEMBASSY TEHRAN

AMEMBASSY ANKARA

AMEMBASSY JIDDA

INFO ALL OECD CAPITALS

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E.O. 11652: N/A

TAGS: BEXP

SUBJ: COST ESTIMATES FOR POSTS' INPUTS INTO
COMMERCIAL SERVICES

1. IN CONNECTION WITH THE CURRENT INTERAGENCY STUDY OF THE EXPORT PROMOTION FUNCTION OMB REQUESTS WE DETERMINE COST TO STATE DEPARTMENT OF COMMERCIAL SERVICES. AS POSTS ARE AWARE DEPARTMENT DOES NOT BUDGET BY PROGRAM, AND THE REQUESTED FIGURES ARE THEREFORE NOT AVAILABLE IN WASHINGTON. IN ORDER TO DEVELOP THE ESTIMATES, WE REQUEST ADDRESSEES PROVIDE INFORMATION LISTED BELOW. RESPONSES WILL ENABLE US TO CONSTRUCT A WEIGHTED AVERAGE COST FOR EACH SERVICE, WHICH CAN THEN BE USED TO DETERMINE THE TOTAL AMOUNT STATE SPENDS YEARLY ON EACH PROGRAM. ADDRESSEES ARE REQUESTED TO RESPOND FOR ENTIRE MISSION INCLUDING CONSTITUENT POSTS.

A. ESTIMATE AVERAGE NUMBER OF PERSON-HOURS REQUIRED TO COMPLETE EMBASSY ACTION ON ONE UNIT OF EACH OF THE SERVICES LISTED IN PARAGRAPH 3. THE ESTIMATE SHOULD BE BROKEN DOWN INTO FSO, FSS, AND FSL TIME. INDICATE AVERAGE GRADE LEVEL OF AMERICAN PERSONNEL WHOSE HOURS ARE ESTIMATED, AND THE AVERAGE ANNUAL SALARY OF FSL'S.

B. ESTIMATE ADDITIONAL COSTS INVOLVED IN COMPLETING EMBASSY ACTION ON ONE UNIT OF EACH OF THE LISTED SERVICES. THESE COSTS SHOULD INCLUDE SUCH DIRECT ITEMS AS CREDIT RATINGS PURCHASED TO ASSIST IN PREPARATION OF WTDR'S, AND WHEREVER POSSIBLE SUCH INDIRECT ITEMS AS A PRO-RATED SHARE OF THE EMBASSY'S ADMINISTRATIVE EXPENSES. POSTS SHOULD EVEN INCLUDE A PORTION OF THE DEPRECIATION ON, OR RENTAL OF, EMBASSY BUILDINGS. WHILE THIS INFORMATION WOULD PROBABLY NOT ADD SIGNIFICANTLY TO THE COST ESTIMATE OF A SINGLE WTDR, FOR EXAMPLE, WE WOULD LIKE TO EMPHASIZE THAT THIS IS A COMPREHENSIVE COSTING EXERCISE DESIGNED TO REFLECT THE TOTAL COST OF EACH SERVICE.

3. YOUR ESTIMATES ARE REQUESTED FOR ONE UNIT OF EACH OF THE FOLLOWING SERVICES:

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- A. WTDR'S (ESTIMATE SEPARATELY COSTS FOR NEW AND UPDATE REPORTS)
- B. TRADE OPPORTUNITIES
- C. INVESTMENT OPPORTUNITIES
- D. LICENSING OPPORTUNITIES
- E. AGENT DISTRIBUTOR SERVICE REQUESTS
- F. MAJOR PROJECTS REPORTS (INCLUDE A PRO-RATED SHARE OF TIME SPENT SPECIFICALLY SEEKING OUT INFORMATION FOR

SUCH REPORTS).

4. IN ADDITION, WE WOULD APPRECIATE ESTIMATES FOR ONE UNIT OF EACH OF THE FOLLOWING IF THE POST HAS PERFORMED THEM RECENTLY:

A. TRADE CENTER SHOWS (INCLUDE STATE COSTS ONLY--DO NOT INCLUDE COSTS FUNDED FROM COMMERCE TRADE CENTER APPROPRIATION, IF ANY).

B. TRADE MISSIONS (ESTIMATE EMBASSY COSTS FOR A SIX MAN MISSION STAYING THREE WORKING DAYS).

C. TRADE FAIR PARTICIPATION (AGAIN, STATE'S COSTS ONLY. IF POSSIBLE INCLUDE SEPARATE ESTIMATES FOR TYPES I, II, III, AND IV FAIRS, AND FOR CATALOG SHOWS).

D. MARKET RESEARCH STUDIES (IF POSSIBLE ESTIMATE COST PER STUDY OF SUPERVISING OUTSIDE CONTRACTORS AND CONDUCTING IN-HOUSE RESEARCH FOR BOTH OIM EVENTS AND TIR INPUTS).

5. FINALLY, ALTHOUGH VARIANCE MAY BE GREAT IT WOULD BE HELPFUL TO HAVE ALL ADDRESSEES' ROUGH ESTIMATES OF THE AVERAGE COST OF HANDLING BUSINESS VISITORS OF THREE CATEGORIES;

A. AMERICAN BUSINESSMEN ENTERING THE MARKET FOR THE FIRST TIME AND SEEKING AGENTS;

B. AMERICAN BUSINESSMEN REQUESTING A GENERAL BRIEFING ON ECONOMIC/COMMERCIAL CONDITIONS;

C. C. FOREIGN BUSINESSMEN WISHING TO BECOME AGENTS FOR UNCLASSIFIED

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AMERICAN FIRMS.

6. A SAMPLE FORMAT FOR YOUR REPLY WOULD INCLUDE THE FOLLOWING COLUMN HEADINGS: (1) SERVICE, (2) FSO PERSON-HOURS AND AVERAGE GRADE, (3) FSS PERSON-HOURS AND AVERAGE GRADE, (4) FSL PERSON-HOURS AND AVERAGE SALARY, (5) OTHER COSTS PER UNIT, (6) ANNUAL AVERAGE NUMBER OF TIMES SERVICE PERFORMED BY POST.

7. WE WOULD APPRECIATE A RESPONSE BY AIRGRAM NO LATER THAN FEBRUARY 15, 1974.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 28 DEC 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973STATE251796
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Document Unique ID: 00
Drafter: EB:OCA/BR:RASWART:MFW
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Executive Order: N/A
Errors: N/A
Film Number: n/a
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Handling Restrictions: n/a
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ISecure: 1
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Line Count: 166
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30 JUN 2005

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Subject: COST ESTIMATES FOR POSTS' INPUTS INTO COMMERCIAL SERVICES
TAGS: BEXP
To: RABAT MULTIPLE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005